

2012 was an exciting year for Common Good Ventures. We served over 40 nonprofits, expanded our operational footprint and brought new leaders onto our Board of Directors. We look forward to continuing to deliver transformational change to our clients, helping them align their operations with the reality of today's environment.

Our work with **The Group Home Foundation**, featured in this report, is a good example of this deep engagement. Implementing real change also was at the heart of our work with the Bangor Theological Seminary, as it goes through a comprehensive transition in both mission and service delivery.

In 2012 we also completed three years of sustained focus in **The Program for Nonprofit Effectiveness**, delivered in partnership with the **Maine Community Foundation**. It has been a pleasure to support such groups as **The Telling Room, College for ME - Androscoggin, Rockland After School Alliance, Franklin County Community College Network, and University of Maine - Machias**, helping them implement new business operations, technology tools and governance structures. We are very excited to initiate a new partnership with the Community Foundation going forward as a partner in its Plan for the Future.

We also saw targeted geographic expansion in 2012. We brought our Springboard brainstorming sessions to Bangor and Lewiston for the first time and now are supporting clients in New Hampshire and Massachusetts. Our vision is to help nonprofits across all of Northern New England adapt to and ultimately thrive in today's challenging environment.

We were delighted to add Carol Walker Aten to the Common Good Ventures team in 2012. Carol brings her expertise and experience to our work in both Maine and New Hampshire.

Your support has been and continues to be critical to the success of Common Good Ventures. In 2012, over 80 business leaders donated time as panelists in our Springboard program, and over 75 individuals, corporations and foundations provided financial support to our operations. To all of you, we say thank you.



The Telling Room — photo by Winky Lewis

Andrew H. Watt
President

Christopher T. Speh
Board Chair

THE BUSINESS OF NONPROFIT PERFORMANCE

Our mission is to build a stronger, more effective nonprofit sector for the common good. We take an individualized approach to each client, pinpointing specific needs and improving productivity. We enhance the ability of nonprofits and their supporters to execute on their missions. We blend a passion for helping people and their communities with business savvy and in-depth knowledge of the sector. We go beyond facilitation and planning to work side by side with our clients throughout the implementation of significant change. Together we create lasting impact. Composed of seasoned practitioners with decades of consulting experience, our staff applies in-depth organization, business and management practices; innovative thinking; and collaborative approaches to the range of strategic challenges facing our nonprofit clients.

Together we create lasting impact.



Common Good Ventures
"Springboard" Session



Bangor Theological Seminary



Common Good Ventures Fiscal
Strategy Session



Common Good Ventures
"Springboard" Session

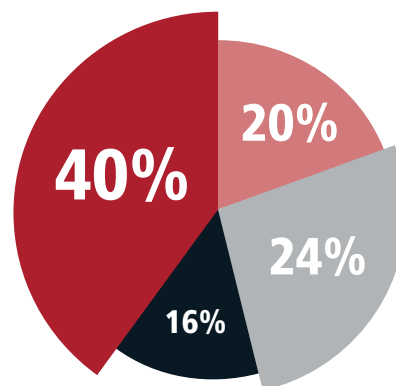
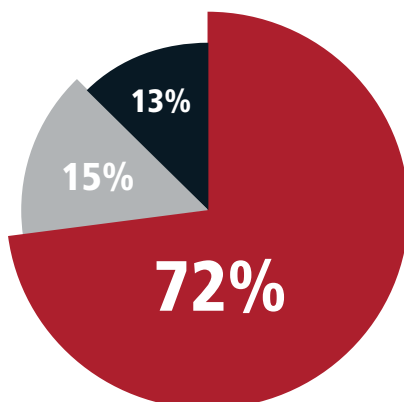
OUR SERVICES

- Back-office efficiencies
- Board and staff development
- Guidance to funders
- Organizational restructuring
- Program and financial analysis
- Program evaluation
- Strategic alliances, partnerships and mergers
- Strategic and business planning
- Succession planning
- Technology planning
- Transition and change management

FINANCIALS

TOTAL EXPENDITURES: **\$491,200**

TOTAL REVENUES: **\$480,412**



● Programs & Grants ● Fundraising ● Administrative

● Earned Income ● Individual ● Foundations
● Corporations

Financial data shown represents Fiscal Year 2012.

SPRINGBOARDING INTO ACTION

Through the generosity of individuals, foundations and corporations who are passionate about strengthening the nonprofit sector, Springboard connects a nonprofit with a group of volunteer business advisors for a facilitated 90-minute brainstorming session to help address a key challenge the nonprofit is facing.

Bicycle Coalition of Maine

February 2012: "How do we best balance customizing our inaugural Maine bike ride so that it differs from other rides in the country yet assures profitability for BCM's mission and for the communities we serve?"

Salvation Army of Maine

March 2012: "What tactical strategies can The Salvation Army use with our limited resources to build awareness and understanding of our mission and programs within our community and those we serve?"

Goodwill Industries of Northern New England

May 2012: "How can Goodwill build a comprehensive compensation plan that is equitable and sustainable, and incentivizes outstanding performance?"

Portland Greendrinks

July 2012: "How should we change the revenue model for our events to improve profitability while staying true to our mission?"

A Company of Girls

September 2012: "How do we begin to make the shift to offering some fee-based programming?"

Wayside Food Services

October 2012: "How can we best identify, evaluate and implement revenue opportunities created by our new commercial kitchen, consistently with our overall mission and staffing limitations?"

LifeFlight of Maine

November 2012: "How do we create a deeper awareness and understanding of LifeFlight of Maine and build a sense of ownership for the organization among the people of Maine before they need to use the service?"

CLIENT WORK SPOTLIGHT

Group Home Foundation

Incorporated in 1975 in Belfast, Maine, Group Home Foundation Inc.'s mission is to support adults with disabilities, assisting them to live and work in the community. Among other programs, they run Little River Apparel, a manufacturer of chemically resistant suits for the U.S. Department of Defense. GHF was awarded this contract under the Javits-Wagner-O'Day Act (JWOD), which provides for the purchase of goods for which 75% or more of the direct labor is performed by people with disabilities. This innovative nonprofit has successfully grown Little River Apparel from a startup enterprise to a \$25 million business employing 175 individuals.

GHF reached out to Common Good Ventures to conduct an assessment of its information systems and software platforms, and provide data analysis. We enacted streamlined practices with the staff by updating tracking inventory systems to support manufacturing operations growth. This included creating a set of Excel-based tools to track inventory costs, training management, evaluating software products and selecting an outside vendor to support Little River Apparel with a Manufacturing Resource Planning system. GHF will now be able to increase productivity, simplify operations and continue to support meaningful employment for those who would not be able to access traditional opportunities. Visit ghf-inc.org for more information.

Corporate Philanthropy

CGV has extensive experience helping major companies in Maine, Massachusetts and New Hampshire better align the missions, processes and operations of their corporate philanthropy programs with their overall business objectives — allowing them to maximize the positive impact of their philanthropy. CGV supports clients through reviewing their giving history and interviewing key stakeholders in order to understand their motivations and priorities for their corporate philanthropy programs, and suggesting specific ways to support these goals more efficiently and to greater impact. CGV also provides follow-on support around tools, templates and processes to implement these recommendations. CGV clients to date include Bangor Savings Bank, Dead River Company and Hannaford Supermarkets, among others.



Courtesy Group Home Foundation

THANK YOU TO OUR SUPPORTERS

January 1, 2012 – December 31, 2012

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LL Bean, Inc.

Bingham McCutchen LLP

The VIA Agency

Baker Newman Noyes LLC

Bank of America Foundation

Central Maine Power Company

Citizens Bank

Dead River Company

Diversified Communications

Know Technology

Machias Savings Bank

People's United Community Foundation

Bath Savings Institution

Bernstein Shur

Curtis Thaxter

Gorham Savings Bank

Key Bank

Northeast Delta Dental

People's United Bank
(Southern Maine)

Riderwood Village

The First, N.A.

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Chip and Allison Warner

Andrew Watt and Sarah Cotsen

Tim Williams

Shawn and Rita Yardley



The Telling Room — left and right photos courtesy of The Telling Room; middle photo by Bryan Bruchman

CGV STAFF

Andrew H. Watt, *President*

Carol Walker Aten, *Senior Consultant*

Chad Sclove, *Senior Consultant*

Jennifer Scarpitti-Nelson,
Finance and Development Manager

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Beth Nowack Cowan
(through June 2012)

Jennifer Cutshall

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(through June 2012)

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(through June 2012)

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